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AMERICAN NURSERYMAN

AMERICAN NURSERY TRADE BULLETIN

Chief Exponent of the American Nursery Trade

Vol. XLVIII No. 12

DECEMBER 15, 1928

Per Copy 20c

PAINESVILLE NURSERIES

TREES

Plants

Seeds

-----FRUIT TREES

Small Fruits

DECIDUOUS TREES

EVERGREEN TREES

SHRUBS

Hardy Vines

ROSES

Best Field Grown

HARDY PERENNIALS

POT GROWN ANNUALS

BEDDING PLANTS

DECORATIVE PLANTS

BULBS

FULL LINE OF SEEDS

SINCE 1854

THE STORRS & HARRISON CO.

"Painesville Nurseries"

PAINESVILLE, Lake County, OHIO



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ROCHESTER, N. Y.


American Fruits Publishing Co.

*"New York
State Grown"*

NURSERY STOCK
FRUITS
ORNAMENTALS
ROSES
EVERGREENS

Send for
Price List

W. & T. Smith Co.
Geneva, N.Y.
Organized in 1846
1000 Acres
in 1928



**Remember What Happened
To the Berberry Market
Several Years Ago?**

Seedling prices are low. If they go much lower many will have to quit. If seedling growers lay off for two or three years, it isn't felt in the trade for several years. The wise planter, now as then, will insure his supply of seedlings.

We offer to grow seedlings for several reliable firms on a contract basis for one to five years on these items:

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Lilac Purple, 2 yr. seedlings and transplants
Rosa Multiflora Japonica
Ibota Privet, 1 yr. seedlings
Norway Spruce, 2 yr. seedl's and 3 yr. transp's

We have saved our customers 15% to 30% under the market in the past. Advise what quantities you want and we will quote prices that are lower than you can buy at or produce yourself.

**Ask the Firms
Who Have Bought Them Repeatedly**

C. E. WILSON & CO., INC.
MANCHESTER, CONN.

Best Tree Digger on Earth



Write for Descriptive Circular and Prices

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NURSERIES AND ORCHARDS COMPANY
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Red — White — Pink

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Also box lots in assorted colors.

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Monroe, Michigan

Manufacturers of Ilgenfritz Planting Machines and Digging Plows

THIS PAGE PRESENTS

American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1919, Will Hold Its Eleventh Annual Meeting
in Boston, Mass., July 16, 1929. H. L. Haupt, Hatboro, Pa.

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NORWAY SPRUCE
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Get next to one.

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Quality	Height	Each	10	100
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3 times trans.	B&B, 18 to 24 in.	2.00	15.00	125.00
Quality	Height	10	100	1000
twice trans.	2 to 3 ft.	\$12.00	\$110.00	\$1,000.00
twice trans.	18 to 24 in.	9.00	80.00	750.00
twice trans.	12 to 18 in.	7.50	70.00	650.00

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For

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These evergreens were transplanted
spring of 1927 and have nice bushy tops
and good roots.

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DIRECTORY OF NURSERY TRADE ASSOCIATIONS OF AMERICA

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; July 16, 1929, Boston, Mass.

Alabama Nurserymen's Association—Dr. F. T. Nye, Secy., Irvington.

Arkansas Nurserymen's Ass'n.—J. E. Britt, Secy., Bentonville.

California Assn. of Nurserymen—Henry W. Kruckeberg, 340 S. San Pedro St., Los Angeles, Cal.; Sept. 26-28, 1929, Fresno, Cal.

Connecticut Nurserymen's Association—A. E. St. John, Sec'y., Manchester, Jan. 1929, Hotel Bond, Hartford.

Eastern Canada Nurserymen's Association—Chas. K. Baillie, Secy., Box 158, Welland, Ontario.

Eastern Nurserymen's Association—Fred Worsinger, Sec'y., Tacony, Pa.

Fruit and Flower Club of Western New York—J. C. Hoste, Newark, N. Y.

Illinois Nurserymen's Association—N. E. Averill, secy., Dundee, Ill., Jan. 16-18, 1929, Hotel Sherman, Chicago.

Iowa Nurserymen's Association—Harold J. Parnham, secy., Capitol City Nurs., Des Moines.

Kansas Nurserymen's Association—James N. Farley, Sec'y., Topeka.

Kentucky Nurserymen's Association—Alvin Kidwell, Secy., St. Matthews.

Massachusetts Nurserymen's Association—Whitthorpe H. Thurlow, secy., West Newbury.

Michigan Association of Nurserymen—C. A. Krill, secy., Kalamazoo.

Minnesota Nurserymen's Association—W. T. Cowperthwaite, Secy., 20 W. Fifth St., St. Paul.

Mississippi Nurserymen's Association—M. B. Allen, Lilydale, secy.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

Nebraska Nurserymen's Association—Ernst Herminghaus, Secy., Lincoln.

New England Nurserymen's Association—W. N. Craig, Sec'y., Weymouth, Mass.

New Jersey Association of Nurserymen—John Marselle, secy., Wyckoff, N. J.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y., Jan. 9-10, 1929, Seneca Hotel, Rochester, N. Y.

Northern Retail Nurserymen's Association—C. H. Andrews, secy., Minneapolis, Minn., Jan. 8, 1929, Minneapolis, Minn.

Ohio Nurserymen's Association—Royce Pickett, secy., Clyde.

Oklahoma Nurserymen's Association—E. Rey, sec'y., Oklahoma City, Jan. 16, 1929, Huckins Hotel, Oklahoma City.

Pacific Coast Association of Nurserymen—C. A. Tonnerson, Sec'y., Burton, Wash., July 1929, Walla Walla, Wash.

Pennsylvania Association of Nurserymen—Floyd S. Platt, secy., Morrisville, Pa.

Rocky Mountain Nurserymen's Assn.—Chas. C. Willmore, Secy., Box 382, Denver.

Rhode Island Nurserymen's Association—Daniel A. Clarke, Secy., Fiskeville.

Rio Grande Valley Nurserymen's Assn.—H. L. Bonnycastle, secy., Mercedes, Tex.

South Dakota State Nurserymen's Association—J. B. Taylor, sec'y., Ipswich.

Southeastern Nurserymen's Ass'n.—Otto Buseck, Sec'y., Asheville, N. C.

Southern Alabama Nurserymen's Ass'n.—W. H. Pollock, secy., Irvington.

Southern California Nurserymen's Ass'n.—A. W. Jannoch, Pasadena, Cal.

Southern Nurserymen's Association—W. C. Daniels, Sec'y., Pomona, N. C., Sept. 11-12, 1929, Birmingham, Ala.

South Texas Nurserymen's Ass'n.—R. H. Bushway, Secy., 304 McGowen Ave., Houston.

Southwestern Nurserymen's Association—Thomas B. Foster, Sec'y., Denton, Tex., Sept. 4-5, 1929, Fort Worth, Tex.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Twin City Nurserymen's Association—H. G. Loftus, Sec'y., St. Paul, Minn.

Western Association of Nurserymen—George W. Holsinger, secy., Rosedale, Kan.

Western Canada Nurserymen's Association—T. A. Torgeson, Sec'y., Estevan, Sask.

Wisconsin Nurserymen's Association—W. G. McKay, Sec'y., Madison.

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"	11-2'	"	"	.65
"	2-3'	"	"	1.00
"	3-4'	"	"	1.75
"	4-5'	"	"	2.25
Picea pungens glauca	2-21'	"	"	6.00
"	21-3'	"	"	7.50
"	3-4'	"	"	9.00
Pinus sylvestris	2-21'	"	"	1.10
"	21-3'	"	"	1.00
"	3-4'	"	"	2.50
Retinospora plifera and plifera aurea (beautiful stock)	2-21'	"	"	1.00
"	21-3'	"	"	2.10
"	3-4'	"	"	2.60
"	4-5'	"	"	3.50
Retinospora squarrosa	11-2'	"	"	1.50
"	2-21'	"	"	1.90
Thuja occidentalis	12-18"	"	"	.35
"	3-4'	"	"	1.75
" specimens	5-6'	"	"	5.50
"	6-7'	"	"	8.00
Thuja occidentalis ellwangeriana	11-2'	"	"	1.00
"	2-21'	"	"	1.40

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FOR TRADE
ADVERTISEMENTS

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1st of Month Issue

First Forms: - 23rd each month

Last Forms: - 25th each month

15th of Month Issue

First Forms: - 8th each month

Last Forms: - 10th each month

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Prompt shipment.

Attractive prices made on quantity lots.

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Say you saw it in "American Nurseryman"

AMERICAN NURSERYMAN -- December 15, 1928

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

Advertising—Advertising forms close on the 25th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earliest operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN," published semi-monthly, on 1st and 15th, will be sent to any address in the United States for \$3.00 a year; to Canada or abroad for \$3.00 a year. Single copies of current volume, 25c; of previous volumes, 25c.

RALPH T. OLCOTT
Editor, Manager

AMERICAN FRUITS PUBLISHING COMPANY INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean churning of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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... The ...
Bridgeport Nursery

Established 1875

Carload lots for Fall 1928

CHERRY PEACH APPLE
 CATALPA BUNGEI

one and two year heads

SHADE TREES

and a general line of
 SHRUBS EVERGREENS
 PERENNIALS ROSES ETC.

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Evergreens....

Good soil, a cold climate, great care in growing, careful digging, and skillful packing make Sherman's Evergreens the best.

Evergreens of all sizes for all purposes.

Also a general line of nursery stock.

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Rose Bushes, Flowering Shrubs,
 Evergreens and Ornamental Trees

MOVING FAST!

Place Your Order Now!

For Early Spring Shipment

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 THE STOCK
 THE PRICE
 THE GRADE

WRITE FOR QUOTATIONS

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New FELINS Tying Machine

Bigger and Better Than Ever
 TIES SMALL NURSERY STOCK,
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 Better and much quicker than by hand

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 It
 Will
 Pay
 YOU
 to
 Have
 One



One
 Nursery
 has
 Thirteen
 of
 Our
 Machines
 —
 SAVE
 TWINE

Felins Tying Machine Co.

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THIS SPACE

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Twice a Month for the Single Rate

CHIEF EXPONENT OF THE NURSERY TRADE

AMERICAN NURSERYMAN

[Reg. U. S. Pat. Off.]

The Chief Exponent of the American Nursery Trade National Journal of Commercial Horticulture

Entered September 6, 1916, at Rochester, N. Y. Post Office as second-class mail matter

WITHOUT OR WITH OFFENSE TO FRIENDS OR FOES, I SKETCH YOUR WORLD EXACTLY AS IT GOES.—BYRON

Vol. XLVIII

ROCHESTER, N. Y., DECEMBER 15, 1928

No. 12

Campaign Progress in the Eastern States

**New Jersey Canvass Completed—Over the Quota Sixty Per Cent—Seaboard States
Exceeding Their Quota—North Carolina Way Over
CAMPAIGN PROMISES TO GO OVER BY FIRST OF THE YEAR**

CAMPAIGN workers have been making marked progress in the East. A full force is in the field endeavoring to complete the work this month to a point where there will be assurance of starting the National Publicity Drive in the spring.

The situation in the East on Dec. 12 was as follows:

New Jersey completed—went over their quota—160%.

Seaboard states exceeding their quota.

North Carolina went way over quota.

Business in Long Island section is very good. There seems to be no complaint there about business, as almost all of the Nurserymen have been showing yearly increases.

Pledges to date: Approximately \$130,000.

Prospect is that the Campaign will go over by the first of the year.

Gathering Seed for Nurseries

Gathering the cones of pines, firs and other coniferous trees for sale of seed to Nurseries or for planting in farm Nurseries, is a task for which it is difficult to give precise directions as to time and place, the United States Department of Agriculture has found. Sometimes cones may be ripe by the latter part of August and in other seasons the collecting may continue until mid-October.

However, the United States Forest Service is able to give condensed and authentic directions. "Watch the squirrels." That is all that is necessary to do. Squirrels are fond of the seeds of the conifers, and they like the seeds ripe. They store quantities of the cones for winter feed, when, and not until the seeds are ripe. "So," says the Forest Service, "it is safe to commence collecting as soon as the squirrels do so."

Sometimes the squirrels prove even more useful than as mere guides. It is no easy job to pick the cones. Some people climb the trees; others use ladders. Some lop off cone-bearing branches, which tends to injure the trees and to decrease future seed crops. At best it is a disagreeable job, a sticky-handed job, for the resins of the cones, twigs and leaves smear the hands, and a collector needs a bottle of kerosene to clean up at frequent intervals.

"Squirrels," according to the Forest Service, "store cones around old rotten logs, among the roots of trees, along streams, beneath overhanging stream banks and in similar places. A squirrel commonly stores only a bushel or two, but hoards up to forty bushels have been found. One or two bushels of cones is ordinarily a good day's collection from standing trees; from squir-

Spring Publicity Start Practically Assured

President Flemer Emphasizes Unusual Advantage the Character of the Nursery Business Affords—Urges Prompt Capitalizing On It

IT IS gratifying to know that the drive for funds for the Market Development and Publicity Campaign is nearing the annual \$150,000 minimum amount which is a part of the contract drawn up by the of-

self on a par with the other sections of the country which have signed up so nobly.

This year of 1928 has been an outstanding one from the Nurserymen's standpoint. Under the able leadership of our past president, Walter W. Hillenmeyer, the Nursery industry has realized the necessity of organizing itself to take its place alongside of other national industries, in advertising to the American public the beauty and value of Nursery products. The Denver convention voted unanimously for the undertaking of this advertising project. With the wave of public sentiment toward the demand for more beautiful and attractive home interiors, we could not have chosen a more opportune time to tell the buying public what Nursery stock will do to beautify the home exterior.

We in the Nursery business have an opportunity in this direction enjoyed by few other industries, and it is well that we have realized that opportunity and are proceeding to capitalize on it.

Some have said the movement was fostered by certain groups or classes of Nurserymen to further their own selfish ends, but that I can emphatically say is not the case. The desire of the committee men whose lot it was to organize the movement was only that of aiding an industry which the Survey showed had advanced but little these last few years, whereas other industries with not nearly as much to offer the public in return for its investment have entered the market and attracted the consumer's dollar in a way never dreamed of in the past.

Let us hope the joys of the Christmas season will be increased by the achievement of our first goal, the \$150,000 annual minimum, made possible by the whole hearted response of the Eastern seaboard Nurserymen.

WM. FLEMER, JR., President
American Association of Nurserymen



WILLIAM FLEMER, JR., Princeton, N. J.
President American Association Nurserymen
ficers of the National Association with the L. W. Ramsey Co., and which must be reached before advertising material can be placed. At this writing the amount pledged is something over \$130,000, leaving less than \$20,000 to be realized before the advertising itself can be placed.

With a great part of the Eastern seaboard still to be covered, it is hoped and earnestly requested that this section respond promptly to the visits of the men in charge of the collection work so that the \$150,000 minimum can be reached before Christmas and advertising copy be placed for the spring magazines.

I am sure this Eastern seaboard section, which includes so many splendid Nursery firms, will respond promptly and place it-

rel hoards it is often possible to collect several times this quantity. Another advantage of collecting from squirrel hoards is that the cones remain damp and closed and can be gathered after those attached to the trees have opened."

Nurserymen As Orchardists—Manager D. E. Lewis announces that the Paul and Lloyd Stark Orchards, headquarters of which are in Louisiana, Mo., contain 36,000 apple trees of 11 varieties including the Golden Delicious which is seldom found on the market, it is stated, since the local demand absorbs the supply. A small quantity is available for Christmas presents.

The Nursery Business Standard Will Rise

Automatically With the Success of the National Campaign, Says California Nursery Head—Appeal to Esthetic Taste of Home Owners

FUNDAMENTALLY CORRECT WAY TO STIMULATE BUSINESS

By George C. Roeding, California Nursery Co., Niles, Cal.

I FEEL that the National advertising Campaign is one of the best moves that the Nurserymen of the United States have ever made. I am sure it will teach us the importance of cooperating and make us realize that we are part of a very large organization, and arouse in each and everyone of us a personal interest because we are an integral part.

The problems of an educational campaign, such as is that of the Nurserymen, are legion and it is only by unity of action that we will ever be able to make the public realize the importance of a properly decorated home; it is the only way we can teach the home owner the proper coordination of outside planting and interior decoration.

Industry Will Be Bettered

By the campaign we will automatically raise the standard of the Nursery business to its proper place, thereby enabling the public to put that confidence in us that we are placing in the public.

To stir the interest of the home owner with lessons which appeal to the esthetic, and which at the same time carry out an economical idea, is to my mind the only fundamentally correct way to stimulate our business.

The best way to do this is by a full co-operation on the part of the interests concerned in one big national campaign.

No Further Delay Necessary

It is gratifying to know how well the Nurserymen have been cooperating to make this move a successful one. We should not delay in getting this advertising under way and I hope everyone will make an extra effort to send in funds as early as possible.

Now that the season is well under way on the Pacific Coast, I feel sure that most of the Nurserymen here, not already subscribers to the campaign, will send in their funds very soon.

That his office may be of the maximum value to eastern Nurserymen during the National Advertising Campaign, C. E. Cary, director of the educational division of the American Association of Nurserymen, has been spending two weeks in the eastern states. During his visit he has been making contacts with Nurserymen and studying the eastern Nurserymen's problems.

Quest for a Profitable Crop

The quest for a profitable crop now occupies the horticulturist as it does the grower of field crops. The man planting an orchard, however, must try to see farther into the future than the annual crop man if success is to come for his efforts and expenditures.

If then we can suggest a planting that requires little care, when once established, bearing regular crops of non-perishable nature, an eager market at good prices, and with every prospect for the future, such an orchard should be of great interest. The above qualifications are all possessed by the chestnut orchard.

On the Pacific Coast it thrives from sea

What Nurserymen Will Get in Advertising Campaign

Advertising Expert Says No Other Campaign He Knows of Supplies So Many Worthwhile Helps

An advertising expert who recently examined the plans made for the Nurserymen's National Advertising Campaign says that no other campaign that he knows of supplies so many worthwhile helps to subscribers.

"The complete merchandising helps offered in the Nurserymen's campaign are unusual. The campaign should be a whale of a success," he predicted.

Here are the things which subscribing Nurserymen will get from the campaign:

1. **Magazine Advertising** in leading publications which will reach 50,000,000 readers every month in every city and hamlet in the country.
2. **Advertising Mat Service**, advertising already prepared for individual use, to tie-up the subscriber's Nursery with the national advertising for the greatest profit.
3. **Selling Helps** which will enable every subscriber to get the maximum results from the advertising. This will include ideas and advice to be provided, free of charge, by C. E. Cary, director of the new Education Division of the American Association of Nurserymen.
4. **National Yard and Garden Contests** in localities all over the country to increase interest in gardening and boost Nursery sales.
5. **Publicity Service** which will include the placing of articles of the improvement of home grounds in national magazines and newspapers all over the country.
6. **Radio Talks** on the improvement of home grounds which will urge listeners to plant Nursery stock.
7. **Prepared Speeches** for the full use of subscribers to arouse greater local interest in planting. These speeches may be given before garden clubs, civic organizations, women's clubs, school organizations, etc. When desired, lantern slides to illustrate the speeches will be provided.
8. **Employee Bulletins** which will improve the selling methods of employees and increase their enthusiasm to get squarely behind the program to increase business.
9. **Campaign Insignia** to identify subscribers with the campaign. This insignia will be provided for use on letterheads, bills in catalogs, in individual advertisements and on signs.
10. **Educational Booklets** on how to plant, how to plan home grounds and the advantages of planting. These will be provided to subscribers for distribution to individual prospective customers.

level to an elevation as high as 3000 feet. It does well on the red hill land and better on the sediment of the river bottoms. On this coast the chestnut has no known pests or diseases and by using our good quarantine laws we should be able to keep the fatal eastern chestnut blight from crossing the continent.

The trees require no pruning or spraying, except for red spider, and the nuts require no bleaching or special treatment before marketing.

The annual imports total well above 25,000,000 lbs, all of which must be fumigated at length, leaving the kernels so tainted as to be almost unfit to eat.

The carload price over a period of years has been from 15 to 20 cents per pound, and planting in California at the age of seven years have averaged 175 lbs. per tree, which means a crop well worth while, and especially when taking into consideration the fact that once they start bearing they crop every year.

Blooming in May to June there is no frost hazard to consider.

The few acreage plantings on this coast have demonstrated that 40 x 40 feet is a suitable planting. Owing to the fact that the trees begin bearing when four years old it will take years before they will be over crowded; the trees over 100 years old are bearing heavy crops in Spain and Italy.

Seedlings from extra quality bearing trees are usually planted for various good reasons. Grafting and budding is not easy

on chestnuts and requires expert experience to get a stand without heavy loss of trees. It has been found that almost all seedlings from good stock will come true enough to bear satisfactory nuts, and the few that do not can be top-worked after the first crop. The seedlings will have a longer blooming time, making better pollination and a longer harvest, so making less rush in gathering.

It is desirable in picking seedlings to get stock from trees that have the habit of two or three nuts per burr rather than the one nut per burr strain, and the smoothness of the kernel with the least fold-in of the enveloping skin is of importance.

Sprouting the seed is not easy and usually results in molding and rot, and only those with experience and equipped with low temperature cold storage are very successful.

In early life the trees are rather delicate and subject to red spider ravage and must have frequent moisture supplied the first year, as once stopped growing it is almost impossible to get them started the same season. Once established and growing good the chestnut is as hardy as the black walnut.

"Hastening the Germination of Southern Pine Seeds" is the title of a professional paper by Lela V. Barton, Boyce Thompson Institute for Plant Research, Yonkers, N. Y.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

A Quarter Century of Pecan Specializing

Simpson Nursery Company, Monticello, Fla., Holds Perhaps the Record for Period Devoted to Propagation of Pecan Trees—A Horticultural Family

OUTPUT RESTRICTED TO ABILITY FOR PERSONAL ATTENTION

THE Simpson Nursery Company, Monticello, Fla., has been specializing in the propagation of the pecan for 25 years. We know of no other firm that has specialized in this one item for such a long period. It grows and sells nothing but pecan trees.

C. A. Simpson, the senior member of the firm is the third son of the late H. M. Simpson of Vincennes, Indiana. H. M. Simpson's father founded the Knox Nurseries at Vincennes, Ind., in 1851, which is still in existence today, and operated by H. D. Simpson and R. A. Simpson.

vation of the pecan as published in the American Nut Journal in September, 1923, has been reprinted in the leading farm papers and in the Quarterly Bulletin of the Department of Agriculture, State of Florida.

R. H. Simpson, the other member of the firm, received his college education at Purdue University and the University of Florida, having graduated from the latter in 1926.

C. A. Simpson devotes his entire time to office work in the summer and to the supervision of the packing during the shipping season, while R. H. Simpson devotes

of the mild weather, throughout the shipping season, it has been the policy of the Simpson Nursery Company not to dig any pecan trees until shipping orders are received for them. In this way customers are assured of stock reaching them in first-class condition.

The entire output of pecan trees is sold to other Nurserymen and large planters. As many as 30,000 pecan trees have been sold to one Nursery, and as many as 25,000 to one planter, in a season. From 100,000 to 140,000 pecan trees have been shipped each season. One year this required fifteen solid carloads, besides many hundreds of bales and boxes.

It is found from experience that personal attention cannot be given to the digging and packing, if more than 150,000 trees are shipped in one season, and for that reason the output has been limited.

The company's packing facilities cannot be excelled. It has a concrete packing house 60x105 feet, with main packing room 60x90 feet, on the Seaboard Air Line Railway tracks. Steel-frame windows extend from roof to floor on two sides, thus making it as light as day. The offices are upstairs in front, with a concrete sub-basement. The main office has a glass partition between the main packing room below. There is a full concrete basement at the opposite end of the building. Trees are hauled in from the field in a covered truck, directly on the floor of the packing room. Thus the trees are never exposed to sun or wind.

The Simpson Nursery Company is located 150 miles due west of Jacksonville, on the Seaboard Air Line and Atlantic Coast Line Railroads, and on No. 11 and No. 1 State Highways. Good automobile roads in all directions.

The Simpson Nursery Company is a member of the American Association of Nurserymen, Southern Nurserymen's Association, Southwestern Nurserymen's Association, National Pecan Growers Association and Georgia-Florida Pecan Growers Association.—Advt.



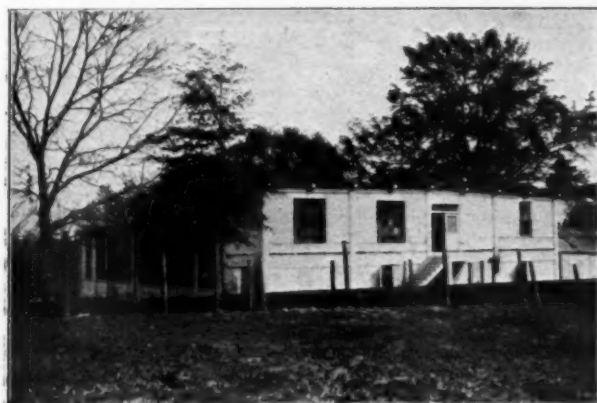
FINE BLOCK STUART PECAN GRAFTS
Simpson Nursery Co., Monticello, Fla.

C. A. Simpson received his early education at Vincennes University, Vincennes, Ind., while living with his father on the nursery. He graduated from Purdue University, LaFayette, Ind., in 1898. Mr. Simpson has been honored by being elected president of the Southern Nurserymen's Association, two years president of the National Pecan Growers Association and also of the Georgia-Florida Pecan Growers Association. His article on the care and culti-

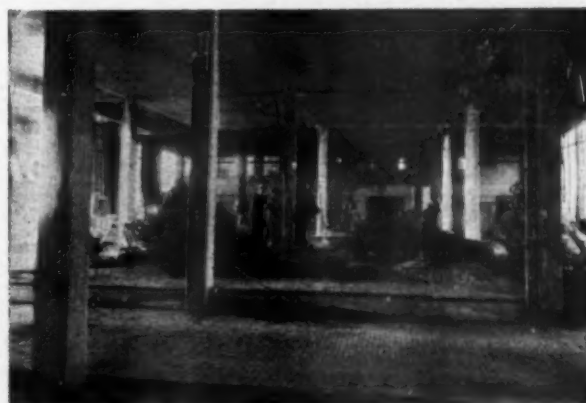
his entire time to field supervision. It will thus be seen that all phases of the work receive personal supervision by a member of the firm.

It is due to this close personal touch with all the detailed work, that the Simpson Nursery Company has been able to build up its reputation of producing the best pecan trees that can be grown. Its pecan trees are favorably known all over the southern states from Virginia to California. On account

Model Packing House for Nursery Trees Under Southern Conditions



PACKING HOUSE, ALL CONCRETE
Simpson Nursery Co., Monticello, Fla.



INTERIOR OF CONCRETE PACKING HOUSE
Simpson Nursery Co., Monticello, Fla.

AMERICAN NURSERYMAN

American Nursery Trade Bulletin



CHIEF EXPONENT OF THE
AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly by
AMERICAN FRUITS PUBLISHING CO., INC.
30 State Street, Lockport, N. Y.

RALPH T. OLCOTT, Pres. and Treas.
Phones—Main 5728, Glenwood 760
Chief International Publication of the Kind

SUBSCRIPTION RATES		
One Year, in advance	-	\$2.50
To Foreign Countries and Canada	-	3.00
Single Copies	-	.20

ADVERTISING RATE, Per Inch - \$2.80
Advertisements should reach this office by the 8th and 25th of the month previous to the date of publication.
If proof of advertisement is desired, time should be allowed for round trip transmission.

ROCHESTER, N. Y., DECEMBER 15, 1928

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammelled lines.

"The dean of Nursery Trade Journalists."—John Watson.

IMPORTANCE OF THE TRADE PRESS

In a recent address to men connected with the press, President Coolidge said:

"Whatever has to do with the collection and transmission of information to the public is of the highest importance. It is gratifying to know that this great service to America is in the hands of men of ability and patriotism.

"There is a universal desire to serve the public in this capacity, not only interestingly, but candidly and helpfully. The fundamental institutions of our government scarcely ever fail to receive cordial support. The moral standards of society are strengthened and the intellectual vigor of the nation is increased and quickened by your constant efforts.

"The press is also an important factor in the commercial and industrial development of our country. It carries an amount of scientific information which stimulates both the production and consumption of all kinds of commodities.

"This service is always on the constructive side of affairs, encouraging men to think better, to do better and to live better. Reaching through it all, there is every assurance that today is better than yesterday, that tomorrow will be a better day than today and that faith is justified."

The "American Nurseryman" is highly indorsed individually and collectively by the American Association of Nurserymen and by more than a score of district and state trade associations in the United States and Canada.

The Mirror of the Trade

IMMEDIATE ACTION NECESSARY

Throughout the Nursery trade the subject uppermost in mind for months has been the National Publicity Campaign.

The need of developing a Wider Market for Nursery stock to absorb the enormous quantities resulting from rapidly increased production is felt keenly in the trade. Sales forces have been augmented and every promising method of distribution has been employed. Still the surplus exists. A Wider Demand is imperative.

Other industries have been faced with the same problem. Upon all sides are seen the remarkably successful solutions through National Publicity creating desire for the products stored up.

Far-seeing minds in the Nursery trade determined that nothing would so effectively meet the situation facing the Nurserymen as would a Publicity Campaign on the lines which have solved other industries' problems.

The campaign has been arranged for. It should by all means start in the spring—otherwise at least six months' effective work will be lost; and meantime Nursery stock is awaiting a sale; money is tied up.

But in order to start with the procession in the spring months the planned publicity must be in the hands of the national periodicals very soon. Indeed, it is even now too late to catch the closing forms of spring months editions of some of the largest publications of national scope.

What is needed is the \$150,000 or more which must be in hand, as a sound business proposition before the American Association can obligate itself in the necessary 1929 contracts; also the subscription of the \$600,000 to cover the four years' period. Some of these contracts should have been in the making ere now. Yet there is time to encompass the big part of the spring achievement if Nursery concerns which have not yet met their quota will act at once.

In view of the time and effort that earnest workers among the Nurserymen—American Association officers and members—are expending in order to bring about marked increase in business for every Nurseryman in the country, it would seem that the least that every Nursery concern could be satisfied with in its own mind would be to meet its quota without delay and thus make as light as possible the load that is being carried by voluntary workers for the benefit of all.

The month of December should see the amount fully subscribed, if the trade is to have the big benefit of the coming spring's publicity.

We are all anxious to see results of the

big Campaign—results which ought to be immediate in degree.

Let's go for a garrison finish and get on the Honor Roll.

NECESSITY FOR CLOSE FIGURING

A dairy cow will not pay her expenses, in the opinion of Prof. J. H. Fuller, head of the dairy husbandry department at the University of New Hampshire, unless she produces at least 7,500 pounds of milk per year. This production which he considers necessary to meet such charges as feed, labor and overhead, is nearly 3,000 pounds greater than that of the average cow in the United States.

Prof. Fuller suggests a minimum of 10 cows for each full time worker, assuming that the man who cares for 10 cows will also do some other work about the farm. He says that a man with 15 cows can well afford a milking machine and recommends the use of litter carriers and drinking cups to keep labor costs on the dairy farm to a minimum.

If this figuring is logical it seems to indicate a line of investigation which might disclose reasons why agriculture has not been as remunerative as most industrial enterprises have been. A good deal is heard of late about applying industrial methods to agriculture—in short of educating the farmer to be a business man.

Anyway, the statement by the New Hampshire professor is a suggestion as to necessity for determining costs and as to adopting methods of production and distribution which shall prove most effective—in Nurseries as in other business enterprises. A good thought to go hand-in-hand with enthusiasm over a National Publicity Campaign.

CREDIT FOR INTERESTING MATTER

Interesting descriptions of modern storage warehouses in prominent Nurseries, published in Nov. 15 issue of *American Nurseryman* which were mistaken for portions of the annual reports to the A. A. N. conventions by Chairman F. A. Wiggins of the committee on storage investigations, of that organization, who has visited many Nursery storage plants from year to year in connection with committee work and has reported upon their characteristics, proved to be the work of original investigation by the Florists Review to which credit should have been given. The descriptions are of direct interest to the Nursery trade and showed commendable enterprise in their compilation.

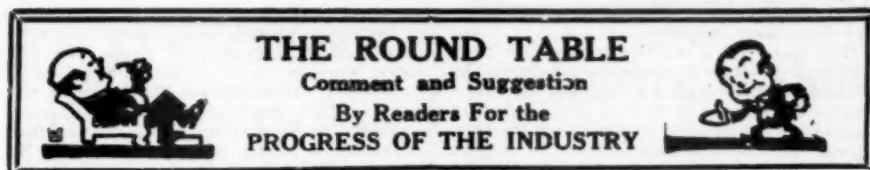
When writing to advertisers just mention *American Nurseryman*.

Campaign Subscribers Take Notice!

HUNDREDS of letters from subscribers are being received at the national campaign headquarters requesting the sales helps to be furnished those supporting the campaign.

Although the letters are being given the most careful attention, no sales helps or the other material can be sent out until \$600,000 for four years or \$150,000 for one year of the campaign has been pledged. This is in accordance with the agreement that not one cent of the subscription money would be spent until the above amounts are secured.

This will mean little delay, however. Plans are now under way to provide these helps and the other material immediately after the amounts have been subscribed.



Oriental Chestnut Seed

Editor American Nurseryman:

We note in your December 1 issue that there has been inquiry for oriental chestnut seed. We may advise you that as agents for T. Sakata & Co., Yokohama, we have specialized in this particular field since a number of years, and are in a position to supply users by means of direct importations from Japan to the consumer.

T. Sakata & Co. have splendid facilities to collect seeds of native species, not alone in Japan, but also in Korea, Mongolia and China.

An accurate report of the crop of conifer seeds will not be available until later on, but it is fairly certain that the majority of conifers coming from the Orient will be scarce.

We have been fortunate this year in securing a good supply of the very finest Colorado seed. The Abies concolor is not as heavy as it was last year, but it still is above the average. Colorado Blue spruce and Engelmann species have also given a nice crop, whereas the Douglas fir in that section seems extremely scarce.

HERBST BROTHERS

New York City

Identification of Material

Editor American Nurseryman:

In the November 15th issue of the American Nurseryman, G. G. Nearing suggests a solution to one of the many trying problems confronting the Nurseryman. I agree that the function of Mr. Nearing's projected organization is indispensable, but feel that the machinery which he proposes is unnecessary and would lead to a needless division of effort.

Also, would such an institution insure the elimination of mistakes to which the staff of an ordinary Nursery is now prone?

Would it not be better to cooperate with the various arboreta and botanic gardens, both existing and proposed, whether supported by public money or private contributions? These institutions with scientifically trained personnel, world-wide contacts, properly arranged collections, constantly enlarging herbaria and exhaustive libraries could speak more authoritatively than a mere cooperative Nursery to which they would probably have to furnish propagating material and information. From such centers of plant knowledge, a Nurseryman could secure his own sample propagating material or check up the naming of any species in doubt. By virtue of the geographic distribution of such institutions this cooperative effort would sufficiently decentralize real plant authority and thus meet the needs of Nurserymen in all parts of the country. These institutions deserve the Nurseryman's support; and, of course, he must expect to pay for what he gets.

Another idea for the solution of the same problem would be to take a tip from the Massachusetts Fruit Growers' Association's certification of apple trees. By adopting their methods, trained experts could be

sent out to rogue stock in the Nursery row during the growing season.

THE BARNES BROS. NURSERY CO.
George Graves

Yalesville, Conn.

As the Nurseryman Sees It Pacific Rural Press

The following is a letter being broadcast over the state by one of our upstanding Nurseries. It paints the fruit production picture in new colors. Obviously, the Nurseries hope to sell more trees. They've been hard-hit, and if there is a ray of hope in the situation, they're out to find it. Perhaps you'll agree, perhaps you won't. At any rate, the Nurseryman now has the floor:

Dear Mr. Fruit Grower:

Owing to the fact that the plantings of orchards and vineyards throughout the state of California were somewhat extensive during the years of 1919 to 1922 inclusive, in 1924 we were made to realize that the production of certain varieties of fruit was more than could be consumed at a profitable price to the growers.

The exact extent of this overproduction was very difficult to determine, due to the fact that financial conditions throughout the United States as well as Europe were anything but good.

At that time some of our leading horticulturists, as well as some of the leaders of our cooperative organizations, through our daily papers and farm papers, began to shout over-production.

The minds of the general public have been so thoroughly saturated with the propaganda of over-production that for the past four years the planting of vineyards and orchards has been very light. In fact, it has not been nearly enough to take care of those which are going out of production. The condition prevails over the entire state of California.

Plantings have been very light for the past four years, and will no doubt be light for the next three or four years to come, making a total of seven or eight years, during which time scarcely any orchards or vineyards will have been planted.

In the meantime thousands upon thousands of acres will have gone out of production and will have been pulled up, which will automatically cause a shortage of fruit in California.

Black Walnut Demand

Why should not Nurserymen promote the cultivation of the black walnut? Demand for the nuts exceeds the supply. Confectioners cannot procure enough. Crackeries are calling for more black walnuts. The Northern Nut Growers Association has advocated the planting of black walnut orchards. Prospective planters are asking

where propagated trees can be procured. Walnut timber is increasingly valuable.

Says the Fayetteville, Ark., Democrat: Five hundred bushels of walnuts from 54 farmers were brought into town today to W. J. Hamilton, one farmer netting \$7.65 from the product of one tree for the trouble of picking up nuts heretofore neglected.

Black walnuts as a product from the Ozarks are becoming much sought and a big market is expected to open up for this heretofore neglected delicacy which for 100 years has been allowed to go to waste without gathering.

"In future I shall nurse my walnut trees like I do my fruit trees," one farmer stated in disposing of his load of nuts.

Besides A. C. Hamilton and Co., walnut buyers, Blodgett Brothers, dealers in cracked and toasted walnuts, are offering a big market for black walnuts.

President Willard G. Bixby, of the Northern Nut Growers Association, Baldwin, L. I., N. Y., can supply information regarding high-grade named varieties of black walnuts of fine quality.

The act making appropriations for the Department of Agriculture for the fiscal year 1929, approved May 16, 1928, provides that the functions of the Federal Horticultural Board, under the plant quarantine act, shall develop upon and be exercised by the Plant Quarantine and Control Administration. Provision is also made for an advisory Federal Plant Quarantine Board. These provisions are indicated in the following language:

"* * * Hereafter the functions of the Federal Horticultural Board shall devolve upon and be exercised by the Plant Quarantine and Control Administration, the chief of which shall serve ex officio as chairman of an advisory Federal Plant Quarantine Board of five members, the four additional members to be designated by the Secretary of Agriculture from existing bureaus and offices of the Department of Agriculture, including the Bureau of Entomology, the Bureau of Plant Industry, and the Forest Service, and who shall serve without additional compensation."

The Act, passed at the last session of Congress, which permits the Federal Government to pay half the cost of wayside planting along Federal-aid highways, will give considerable impetus to the movement long fostered by women's clubs and other social organizations, and its effect will quickly be evident in an improvement of the appearance of the main interstate roads, according to the Bureau of Public Roads of the United States Department of Agriculture.

Mount View Nursery, Arcadia, Cal., has been purchased by W. P. Ramuz, Diamond Nursery, Arcadia.

AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

Director Cary To Address Illinois Meeting

NURSERYMEN who attend the Illinois and Western Nurserymen's Association meetings next month will hear the first talks on modern merchandising which C. E. Cary, director of the new educational division of the American Association of Nurserymen, will give.

Mr. Cary's talks are to be made as a part of his service in connection with the approaching national advertising campaign.

He has also promised to help the Illinois Nurserymen's Association to the extent of handling the publicity for their meeting.

"Concentrate on Sales and Not Production"

—Wm. Flemer Jr., President A. A. N.

LITERATURE

Spraying, Dusting and Fumigating of Plants—By A. Freeman Mason, Dept. Horticulture, University of Maryland, formerly Pennsylvania and New Jersey State Colleges. This is one of the series of rural manuals edited by Dr. L. H. Bailey, a Macmillan publication. Cloth, 8vo. pp. 539; illustrations 237. Postpaid, \$5.25. Rochester, N. Y.: American Fruits Publishing Co.

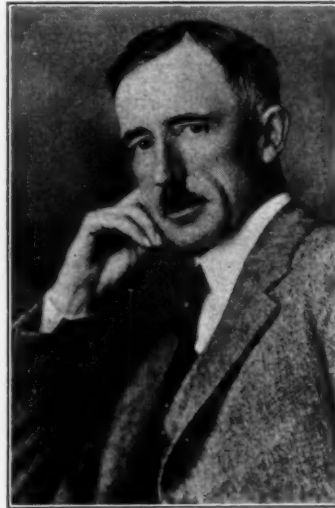
This is, indeed, a manual. Its 38 chapters cover, apparently, the entire range of the field of investigation and recommendation suggested by the title. The author knows at first hand the problems which confront the grower, his experience extending from Oregon to New Jersey; but he realizes, as he says in a brief statement in regard to acknowledgments, that preparation of a manual of this nature would have been impossible without help from many sources, since first-hand knowledge of all the fields covered is patently out of the question. The list of books consulted and the direct aid that has been given by authorities named indicate the fund of information thus presented in a single volume of present year publication.

Rapid progress has been made in methods of meeting attacks of enemies of orchard, garden and farm. In the last 40 years a new art has been developed. The aim of the manual is to supply in condensed form for the use of the commercial, professional and amateur fruit grower and gardener the latest information on the methods, machinery and principles involved combating agricultural pests. Ten chapters are devoted to spraying, covering the history, underlying principles, materials, machines, qualifications for machinery and the art of spraying. A chapter is devoted to dusts and dusting, one to fumigation and one to soil sterilization. Pests of various kinds of orchard and garden products are treated of in

succeeding chapters. The many illustrations are especially valuable.

The book has a two-fold interest for Nurserymen in that it suggests treatment in Nursery rows and also provides a reference source for answer of queries propounded by customers in the care of purchased Nursery stock. An up-to-date manual on the subject has been needed for new information is being constantly obtained.

Transactions and Proceedings—18th Annual Meeting of California Association of Nurserymen, in Beverly Hills, Sept. 27-29, 1928. Edited and compiled by the secretary, Henry W. Kruckberg. It is now nearly ten years since the association published its proceedings. Losses sustained in the hold-



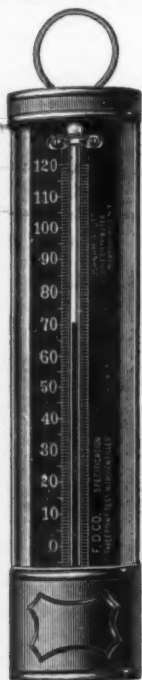
W. B. CLARKE, San Jose, Cal
1928 President California Association of Nurserymen

ing of a flower exhibition in San Francisco in 1922 have been overcome under the guidance of J. D. Meriwether, of the San Fernando Nursery Co., as president and John A. Armstrong, of Armstrong Nurseries, as secretary. The association is on a sound financial basis, having a sustaining fund providing a yearly income of \$2,000. Reports and addresses in the published proceedings are of a high order and the publication throughout reflects the experience and skill of the secretary in this line. Nineteenth annual convention will be held in Fresno, Sept. 26-28, 1929.

Plant Buyers Index—A supplement to the second edition of this handy reference compilation has been issued by the author, J. Woodward Manning, Reading, Mass. It certainly is convenient to reach for this comprehensive list on one's desk and find at once one or more sources for procuring a particular kind of Nursery stock instead of helplessly wondering where it can be obtained. Especially in the rush of lively shipping time is this advantage appreciated. Key numbers are given to a list of plant dealers as sources for procuring any of the kinds of Nursery stock arranged alphabetically under the botanical names. One has only to turn to the name of the variety wanted and then refer to the source for procuring it, as indicated by the key number.

The supplement adds some 4000 subjects to the 12,000 in the full 1927 edition. Strong indorsement of the Index has come from users, prominent among whom is E. H. Wilson, keeper of Arnold Arboretum who says: "Every large Nursery concern and every horticultural newspaper ought to have a copy on its desk for ready reference." The *American Nurseryman* can vouch for the great assistance the Index gives in time of need.

Schrade & Sons, Saratoga Springs, N. Y., have established a Nursery on a 70-acre tract on the road to Mechanicville, for propagation of hardy ornamental trees and shrubs.



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"We Ship 'Em Quick"

HARDY SHRUBS, ROSES, PRIVETS, FRUIT TREES, GRAPE VINES and SHADE TREES. CUT LEAF WEEPING BIRCH, A SPECIALTY.

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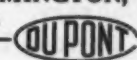
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MINNESOTA NURSERYMEN'S ASSOCIATION

W. T. Cowperthwaite, St. Paul, Secy.

Third annual meeting of the Minnesota Nurserymen's Association will be held at Lowry Hotel, St. Paul, Dec. 17-18. On the evening of the first day a round table discussion of trade topics of particular interest will be conducted by J. V. Bailey, president of the association. On the second day the president's address and report of the treasurer H. S. Reid, will be followed by an address by Dr. J. G. Leach, plant pathologist, University of Minnesota, on "Must We Find a Substitute for Buckthorn?" with discussion by Robert C. Wedge.

The principal address of the afternoon will be a discussion of the National Publicity Campaign by V. L. Rushfeldt, field representative, and M. R. Cashman, of the executive committee of A. A. N.

State Entomologist A. G. Ruggles will describe recent experiments in controlling scale insects. John Nordine will report for the interim committee on a state Nursery, the Nurserymen's viewpoint on which will be presented by B. J. Loss, also of Lake City.

Secretary Cowperthwaite, St. Paul, says: "Usually there are about fifty Nurserymen in attendance at these conventions; and,

while we have an outline of some of the discussions and subjects to be taken up at the meeting, still the larger and most interesting part of the program is the informal discussion and new business presented by members. A feature of our convention has been the round table discussion scheduled for the evening before the regular meeting. There is a great deal of interest in the convention this year possibly due to the National Publicity Campaign. Minnesota has already filled its quota of contributions and our Nurserymen are awake to the possibilities of this National Advertising."

Peach Quarantine Proposed—A public hearing to consider the advisability of quarantining the states of Georgia and Alabama on account of the "phony" peach disease has been called by the U. S. Department of Agriculture before the Plant Quarantine and Control Administration, and the Federal Plant Quarantine Board, in the office of the Administration, Washington, D. C. at 10 a. m. Dec. 17.

Care of Ornamental Trees—By C. F. Greeves-Carpenter. The chief feature of this little Macmillan book is the chapter on cavities and cavity-filling materials. Planting and care of trees is given brief mention. The author appears to have specialized in tree surgery. Cloth; pp. 70; illustrated. Postpaid, \$1.40. Rochester, N. Y.: American Fruits Pubg. Co.

COMING EVENTS

Northern Retail Nurserymen's Association, at Minneapolis, Minn., January 8.
Massachusetts Nurserymen's Association, at Boston, January 8.

New York Nurserymen's Association, at Hotel Seneca, Rochester, January 9 and 10.
Oklahoma Nurserymen's Association, at Huckins hotel, Oklahoma City, January 16.

Illinois State Nurserymen's Association, at Hotel Sherman, Chicago, January 16 to 18.
New England Nurserymen's Association, at Boston, Mass., Jan. 22 and 23.

Missouri Nurserymen's Association, at President hotel, Kansas City, January 23.

Western Association of Nurserymen, at President hotel, Kansas City, Mo., January 30 and 31.

Connecticut Nurserymen's Association, at Hartford.

Kentucky Nurserymen's Association, at Lexington.

Home Garden Hand Books—An up-to-date, popular new series of practical guides for the home owner by F. F. Rockwell. The Nurserymen's National Publicity Campaign is expected to create a desire on the part of millions of persons to improve their home grounds—to add to their front yard plantings and to make the rear yard a park. Immediately after the Publicity Campaign starts "What to Plant," "Where to Plant It" and "How to Care for It" ought to be asked upon all sides. The handy way to answer is to recommend the procuring of one or more of these six home garden hand books by the Macmillan Co., the titles of which are: Rock Gardens, Gladolus, Shrubs, Evergreens for the Small Place, Dahlias, Irises. The price is \$1 each which any prospective planter ought to be glad to pay in order to succeed with his purchase of plants. New titles will be Lawns, Roses, Peonies, Garden Pests.

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Convention Date: Boston, Mass., July 16, 1929

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Established 1870

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Amoor River North Privet, 2 yr.,
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EVERGREENS—Biotas and Jun-
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Advance Spring Bulletin Ready Early This Month

PERK predicts a big plant-
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He's a pretty good prognosti-
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Oh, Yes! Perk says, "Wish
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Dignified, Exclusive Pro-
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with opportunity for money-
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Easy to master under our correspond-
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Write for information; it will open your eyes.
Do it today!

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ILLINOIS NURSERYMEN'S ASSOCIATION

N. E. Averill, Dundee, Secretary

Annual Meeting Next Month

Thirteenth annual convention of the Illinois Nurserymen's Association will be held at Hotel Sherman, Chicago, Jan. 16-18.

A principal feature of the convention will be reports on the progress of the National Publicity Campaign and discussion of details for applying benefits to be derived.

As this gathering, by reason of the attendance of many leading Nurserymen from other states in addition to the large representation of Illinois Nurserymen, is in effect equivalent to a winter meeting of the American Association of Nurserymen, special interest centers in the occasion.

President F. J. Littleford has announced the following publicity committee: L. L. Kumlien, chairman, D. Hill Nursery Co., Dundee, Ill.; W. L. Oswald, Seed World, 1018 S. Wabash Ave., Chicago; James Morton, Florists Exchange, 208 N. Wabash Ave., Chicago; E. A. Ollinger, Weekly Florist, 168 N. Michigan Ave., Chicago; H. L. Haupt, National Nurseryman, Hatboro, Pa.; L. W. Ramsey, 4th Floor, Union Bank Bldg., Davenport, Ia.; O. M. Brodfuehrer, American Florist, 610 W. Van Buren St., Chicago; E. G. Schoff, A. B. Morse Company, St. Joseph, Mich.; Ralph T. Olcott, American Nurseryman (The Official Journal), 39 State St., Rochester, N. Y.

Bonnwitz Sells Out—Lee R. Bonnewitz, Van Wert, O., has sold his entire stock of peonies and irises to A. E. Kunderd, Goshen, Ind. It is estimated that nearly one thousand varieties of peonies and irises were included in the sale. Mr. Bonnewitz possessed the finest and rarest varieties in the world. He made five trips to famous gardens in

France and England where he purchased the finest varieties obtainable. His importations are said to be greater in number than any other American grower. On account of his health the sale was made. Mr. Kunderd is the leading authority on gladiolus.

The Lilac—A monograph by Susan Delano McKelvey. With contributions from Ernest Henry Wilson, keeper of Arnold Arboretum; Alfred Rehder, curator of the herbarium, Arnold Arboretum; Theodore A. Havemeyer, president New York Horticultural Society and Dr. Wm. T. Councilman, Harvard Medical School. 172 full page plates; 597 pp. text; cloth, quarto. An exhaustive classification of the genus Syringa, with cultural notes and full descriptions of species and varieties. It is believed this book will become the standard authority on the lilac for plantmen and students.

Plans for Free Distribution—Applications for the seedling trees to be distributed next spring under provisions of the Clarke-McNary Act will be sent out about January 1, according to present plans of the state extension forester, Clayton W. Watkins. Nebraska College of Agriculture announces. Those who are interested in getting from one to three hundred trees in 1929 at the cost of handling them should leave their names and addresses with their county extension agents or write the agricultural college, Lincoln, Nebraska. No definite plans have been completed yet but it is thought that about the same number and the same varieties of seedlings will be sent out next year as in 1928. Mr. Watkins is now completing necessary arrangements with the Forest Service and with other sources of supply. Nebraska Nurserymen have had an arrangement with the state authorities under which the Nurserymen supply some of the trees.

When writing to advertisers just mention American Nurseryman.

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We have 20,000 Chinese Poplar 2/3' Fine, 20,000 Lombardy Poplar 2/3' Fine, 10,000 Carolina Poplar 2/3', and lots of other good stock.

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PEACH TREES

The Finest Block of Top Notch Trees in America

Extremely Attractive Prices will be made on orders for Car Load Lots.

200,000 Trees

Embracing all the leading varieties

You Want 'Em—We Have 'Em

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Colorado Blue Spruce, shiners 3 to 18 ft.

Colorado Green Spruce..... 3 to 15 ft.

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Concolor Fir 10 to 25 ft.

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CATALOGS

Are you satisfied with your present catalog? We are producers of some of the most successful catalogs in the country. Write and get our ideas before placing your order for your 1929 catalog. Glad to send you samples without obligation.

The L. W. Ramsey Company
Advertising for Nurserymen
430 Union Bank Bldg. Davenport, Iowa



ROSES

Field Grown
Winter
Harvested

Our No. 1½ (Medium) Grade very attractive at the price.

Write for List showing 3 Grades.

HOWARD ROSE CO.
Hemet, California

The Westminster Nursery

Westminster, Md.

Offers in carload lots or less:

CALIFORNIA PRIVET
One and two year grades
ASPARAGUS AND RHUBARB
One and two year grades
SHRUBBERY AND PERENNIALS
In excellent assortment
EVERGREENS

A large supply of *Thuya Pyramidalis*, also lining out stock.
Attractive prices will be quoted. Send us your want list.

CUTHBERT

Red Raspberry Plants

Disease free, twice inspected sucker plants, well rooted, with the T root on, grown in sand land.

B. & H. NURSERIES
ONEKAMA, MICH.

DIGITALIS

White, Purple, Rose, Yellow

Write for list of PERENNIALS, GRAPE VINES, BERRY PLANTS, Etc.
JOHN H. TSCHETTER
SPENCERPORT, N. Y.

AMERICAN NURSERYMAN, Chief Exponent, twice a month \$2.50 per year. Three years, \$6. Canada, abroad, 50c extra per year.

3 MILLION 2 YR. NO. MINN. EVERGREENS		
Abies douglasii	\$3.50	\$25.00
Am. arbor vitae	2.50	15.00
Juniperus Virg. Platte River 1 yr.	3.00	20.00
Picea albertina	3.00	20.00
Picea excelsa	1.00	5.00
Picea pungens glauca	2.00	10.00
Pinus austriaca	2.00	15.00
Pinus mughus	2.00	15.00
Pinus ponderosa	2.50	15.00
Pinus sylvestris	1.50	8.00
Many other varieties and sizes. List free.		
L. Mosbek FERNDAL NURSERY Askov, Minn.		

Don't Buy Until

You Have Seen Our New
WHOLESALE PRICE LIST WITH

Complete Assortments of

Broad-Leaved and Coniferous Evergreens, Deciduous Shrubs, Shade and Ornamental Trees, Roses, Vines and Creepers. Young Transplanting Stock.



Send Your List at Once—or
write for our new prices.



All Inquiries Receive Very
Prompt Attention

Fraser Nurseries
INCORPORATED
Birmingham, Ala.

HEAVY, TRANSPLANTED

Surplus Nursery Stock

	Per 100
1000 Spirea Thunbergi, 3-4 ft.	\$35.00
750 Redtwig Dogwood, 5-6 ft.	35.00
2000 Regal's Privet (True), 3 ft.	25.00
4500 Wh. Tartarian Honeysuckle, 5-6 ft.	25.00
500 Indian Current, 3-4 ft.	20.00
500 American Plum, 6-8 ft., bushy	50.00

All of the above stock will produce an immediate landscape effect.

Truck and Carlot Orders Packed Free
Packing otherwise, charged at cost.

Westcroft Gardens

GROSSE ILE, WAYNE CO., MICH.
Ask for list of Perennial and Rock Plants

300 Acres in Nursery Stock

25 YEARS IN NURSERY BUSINESS

We specialize in Pecan Trees but grow a general line of Nursery stock. Introducers of the Mahan Pecan.

MONTICELLO NURSERY CO.
Monticello, Fla.

Peach Pits

The Howard-Hickory Co.
HICKORY, N. C.

WATERPROOF PAPER LABELS

Red or White, Plain or Printed
Sample Free

OHIO NURSERY CO.
Elyria, Ohio

A DEPENDABLE DIGGER

at a reasonable price

Write for a descriptive
circular and prices

"Yours for growing satisfaction"

NEOSHO NURSERIES, Neosho, Missouri

NEW PLATE BOOKS

Nursery Salesmen should procure new books and folders with which to take orders the season now beginning. We now make a more beautiful landscape book than ever before and also have added new shrub, perennial and evergreen views to our sets. We use hand colored photographs and the prices are reasonably low.

PLAN SERVICE

We offer to the nurserymen a splendid plan service. We will draw individual plans from your specifications. Prices are low to the trade; you will profit from the fine blue prints provided, our prompt service and the special low prices. Plans for all types are prepared, simple or elaborate, from porch planting to complete foundation, schoolhouse, subdivision or park. Further particulars and catalog sent upon request.

B. F. CONIGISKY,
Hamilton St. Peoria, Ill.

SPECIAL

Anyone wanting Peach will do well to write us. Will make Special Prices. We also have one- and two-year Apple.

Heavy Pecans, 4-5 ft. up to 7 and 8 ft. Japan Persimmons.

Commercial Nursery Co.
DECHERD, TENN.

TREES—B&B

We specialize in Coniferous and Broad Leaf Evergreens Balled and Burlapped (B&B) on our Griffing's Balling Soil and we especially solicit car-load orders, where we have low freight rates, to all points in the Southwest.

LANDSCAPE MATERIAL
Write for catalog, freight rates and other particulars. Come and inspect our Nurseries, before purchasing elsewhere.
GRIFFING NURSERIES Beaumont, Tex.

JOSEPH S. MERRITT

Hydrangea Specialist

COLGATE, BALTIMORE, MD.

GRAPE VINES

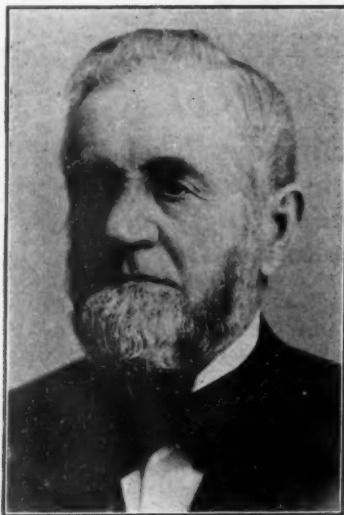
Concord 2 yr. No. 1 and 1 yr. All varieties of Strawberry plants including Mastadon. Also Cumberland B. R.; Cuthbert, King, St. Regis R., and Eldorado B. B., root cuttings and sucker plants.

ESSIG NURSERY
BRIDGMAN, MICHIGAN

Obituary

Edward M. Moody

Edward M. Moody, well-known Nurseryman, Lockport, N. Y., died Nov. 30, in Sara-



ELISHA MOODY, Deceased
President A. A. N. 1876—Father of Edward M. Moody

toga Springs, N. Y., aged 80. He was born near Lockport May 10, 1848, the son of Elisha and Margaret Cole Moody. He had been a member of the firm of E. Moody & Sons, Nurserymen and fruit growers. He was a Free Mason, past president of the Niagara County Pioneers Association and formerly a member of the Lockport Board of Education. His son, Earl Moody, survives.

Gaines H. Thornburg

Gaines H. Thornburg, aged 74, president of Thornburg Nursery Co., Evansville, Ind., died Nov. 22. The Nursery was established in 1894. Mr. Thornburg was a member of the A. A. N.

Phila. Park Nursery Product—The special appropriation of \$5000 for transplanting trees from Nursery rows in the Wissahickon section of Fairmount Park, Philadelphia, which City Council authorized last week, was a modest instrument for doing a great work of conservation. The trees were planted some years ago and are now grown to the point where they should be thinned out or else suffer permanent damage. Commercially, the trees affected are estimated to be worth from \$100,000 to \$150,000. Much of the conservation work of this kind has been done with funds subscribed from private sources, particularly by the organization which calls itself Friends of Wissahickon.

A fine slogan: Satisfaction Unqualifiedly Guaranteed.

"A Garden for Every Home"—Nation-wide participation in a Garden club movement which has "A Garden for Every Home" as its slogan was advocated by Mrs. Frederick Fisher, Lake Bluff, Ill., president of the Garden Club of Illinois at the opening session of the Minnesota State Horticultural Society's 62d annual convention in Minneapolis last month. More than 2,500 members of the society and its auxiliaries and their friends attended the session.

Large Tree Moving—The largest tree-moving organization in America is said to be Lewis & Valentine Co., Roslyn, N. Y., which employs 500 men for this purpose, indicating the extent to which this phase of the Nursery has been developed. The company's specialty is stated to be the assembling of choice plant materials for immediate landscape effects.

The Armstrong Nurseries, Ontario, Cal., catalogue for 1929 is at hand, as usual a work of pictorial art depicting a wide range of fruit and ornamental trees and plants including an attractive array of semi-tropical horticultural products.

MISCELLANEOUS

FOR SALE

STOCK FOR SALE

BERBERIS THUNBERGI

Berberis Thunbergi seed. Fresh harvested berries, \$1.00 per lb., postpaid. Cash. Clifford A. Haley, Yellow Springs, O.

MAPLE

Norway Maple, 8'-10'; Norway Maple Seedlings, 12'-18" and 18'-24". Frank G. Long, New Carlisle, Ohio.

PEONIES

Fifty acres of leading varieties of peonies. Visit us in May. Phil Lutz Peony Farms, Boonville, Ind.

ROSES

Rosa Odorata Cuttings Unrooted. Most successful greenhouse rose stock, \$5 thousand. Also Fruit Seedlings, Immediate Delivery. We contract to grow all types Roses for field and forcing. Vistica Nurseries, Inc., Stockton, California.

WANTED

HELP WANTED

Nursery Production Manager Wanted. Malmo & Co., Seattle, Wash.

Landscape Architect: A growing company near Boston is looking for a young man, college trained in landscaping. Several years practical experience in landscape work or business would be valuable. Please give detailed information in application. B-107, "American Nurseryman," Rochester, N. Y.

Landscape Architect, Propagator, and General Manager. We need three qualified men for three positions who have \$2,500 each to invest. Our company is incorporated for \$10,000 fully paid up, but we desire to increase the capital stock. We are situated in Southwest Missouri in a city of 60,000 population, the only Nursery of any size in this locality, and have a business of well established proportions. It is necessary that we expand to meet the increasing demand due to the natural growth of population in this growing community. Write B-109, American Nurseryman, Rochester, N. Y., giving us full details as to your qualifications.

BOOKS

BAILEY'S STANDARD CYCLOPEDIA OF HORTICULTURE, 2 vols. Illustrated. Fully indexed. 2639 pages. Indispensable for horticultural reference. The standard authority everywhere. Sold only in complete sets. Price \$25 per set. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

LIST OF 115 BOOKS on Horticultural subjects covering Nursery, Greenhouse, Field, Ornamental and Fruit Stock, Vines, Insecticides, Spraying, Landscaping, Diseases, Insects, Orchards, Gardens. Seven books on Landscape Gardening. List sent on request. American Fruits Pubg. Co., P. O. Box 124, Rochester, N. Y.

THIS SPACE

\$2.50 Per Month Under Yearly Term
58 Cents Per Week
Less Than Yearly: \$2.60 Per Month

WANTED, FOR SALE, TO LEASE

Wholesale Nursery Business and Orchard For Sale

This nursery is situated sixty-five miles east of Chicago, Ill., in one of the most progressive little towns of the country. Good new building modern in every way. All property free from incumbrances. Seventy acres of land, rich sandy loam adapted for fruit growing and nursery stock.

Reason for selling: Owner past sixty-seven years of age, wishes to retire after thirty-seven years of successful fruit growing and wholesale nursery business on this place.

This is a great opportunity for a man of ability to continue a good paying business already established, and expand it if he desires. Transfer can be arranged now, to take possession June 1st next, at end of fiscal year. It will take fifteen thousand dollars cash to swing this deal, or proper backing.

Address B-110, care American Nurseryman, Rochester, N. Y.

NURSERY BUSINESS FOR SALE

Would you like to locate in the beautiful city of Rochester, N. Y., and take over a Nursery Jobbing business, well up in six figures? Owner wishes to retire after 28 years successful business. It will take one hundred thousand dollars cash to swing this deal, so do not answer unless you have that amount, or proper backing. Property free and clear of debt. No growing, no catalogue, but steady business every week in year. This is one of the best bargains ever offered of the kind, as location ideal. Plant one of best of its size in country and equipped to handle a half million annual retail business. A splendid opportunity for a young man of strict integrity and ability to take a business already established and build it up to much larger proportions. Owner would stay on in an advisory capacity for few months, if desired. Transfer can best be made on June 1st next at end of fiscal year. Address "Nursery," care American Nurseryman, Rochester, N. Y.

TO LEASE

Highly desirable ground floor space 5500 square feet in New York's Cortlandt St. seed and nursery district. Will subdivide. Attractive figure and terms.

M. Koppel Real Estate Co.
505 Fifth Avenue
NEW YORK CITY

A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view—H. Dumont, Chicago, Ill., in Printer's Ink.

Position Wanted

By married man, 42, with some 20 years' experience in Landscape, Agency and Wholesale; desires to locate with a progressive firm in New York State. Has made good in present position but reached his limit with present employer. Wholesale preferred. Available January 1st or before. Address B-108, "American Nurseryman," Rochester, N. Y.

LANDSCAPE SALESMAN WANTED

We need a man who has a thorough knowledge of landscape gardening who can sell to high class city trade. Middle aged married man preferred. This is a year round permanent position and real opportunity for right man. Address B-106, American Nurseryman, Rochester, N. Y.

IT COSTS LESS THAN 21 CENTS A MONTH TO KEEP IN TOUCH WITH THE TRADE THROUGH A REAL NURSERY TRADE JOURNAL.

Lining Out Stock

SEEDLINGS			
		Per 100	Per 1000
Hex verticillata	6-10"	\$ 5.00	
Lilac villosa	12-15"	5.00	
Rosa Rugosa	8-15"	2.50	
HARDWOOD ROOTED CUTTINGS			
Cornus alba siberica	8-15"	3.00	\$25.00
Forsythia fortunei	12-15"	2.50	20.00
Forsythia intermedia	12-15"	2.50	20.00
Poplar carolina	2-4 "	2.00	15.00
Poplar lombardy	2-3 "	2.00	15.00
Privet California	8-15"	1.50	8.00
Privet ibolium	8-15"	2.00	15.00
Privet ibota	8-15"	2.00	15.00
Spiraea Van Houttei	10-15"	3.00	25.00
Symphoricarpos chenaulti (new)	10-15"	6.00	
Symphoricarpos racemosus	12-15"	3.00	25.00
Symphoricarpos vulgaris	12-15"	2.50	20.00
Willow Golden	2-4 "	2.00	16.00
Willow Laurel leaved	2-3 "	2.00	16.00
Willow Thurlow's	2-4 "	2.00	16.00
Willow Wisconsin	2-4 "	2.00	16.00
TRANSPLANTS FOR LINING OUT			
Clematis paniculata	1 year	3.00	25.00
Euonymus alatus	6-10" 2 year	10.00	
Euonymus alatus compacta	4-6 " 2 year	10.00	
Euonymus radicans	2 year	15.00	
Euonymus radicans vegetus	2 year	15.00	
Hydrangea Pan. Grand.	12-18" 2 year	7.50	70.00
Viburnum opulus nana	4-6 " 2 year	10.00	
LAYERS			
Hydrangea Pan. Grand.	Heavy	4.50	40.00
Hydrangea Pan. Grand.	Medium	4.00	35.00

J. W. Adams Nursery Company
SPRINGFIELD, MASS.

Advertising Rate: 65 Cents Per Week
Per 2 1/2 Inch Wide Column Inch
Under Yearly Term: 58 Cents
AMERICAN NURSERYMAN



FALL TRADE

Was mighty good
Thank You

Now busy with digging for winter storage. Some items short, others long, but will be glad to quote your want list promptly.

The Huntsville Wholesale Nurseries, Inc.
HUNTSVILLE, ALABAMA
1928

GRAFTING TIME

Will Soon Be Here

Let us supply you with the seedlings and scions.

KANSAS GROWN apple seedlings are dependable.

APPLE SCIONS from our own scion orchards. Thoroughly sprayed and free from disease. More than sixty varieties.

Let us send you a complete list.

A. WILLIS & COMPANY
Wholesale Nurserymen OTTAWA, KANSAS

This Mark
On a Shipment
of
Nursery Stock
Insures
Its Quality



Learn to
Depend
Upon Us
for
Your Every
Nursery Need

Indications are there will be A Shortage of Seedlings This Season

But the nurseryman who places his order now with us will be assured of all the seedlings he needs and of the customary Mount Arbor quality.

Our supply of Fruit Tree and Rose Stocks is probably the most complete in the country. In Apple seedlings alone we can supply you with "French Grown," Kansas Grown," "Washington Grown," and "Colorado Grown." All are well matured and in prime condition.

Protect Yourself By Ordering Now

Remember that we are also ready to supply you with grafting materials of all kinds—scions, grafting knives, grafting thread, etc.

"One of America's Foremost Nurseries"

Mount Arbor Nurseries

E. S. Welch, Pres.

Shenandoah, Iowa

Write for our SEVENTY-TWO page Wholesale Price List. Use business stationery in making application, or send business card, for we sell to Wholesale Trade, only.

Vincennes Nurseries

W. C. REED & SON

VINCENNES, IND.

Announcements

For Fall 1928 and Spring '29

CHERRY—One year, in car lots or less
Both Sweets and Sours

CHERRY—2 year—all grades
Limited amount of both Sweets and Sours

PEAR and PLUM—XX & 11/16 leading varieties

TURLEY APPLE Trees—One year Buds, 4 to 6 ft.

Hardy Cut Fern, Galax, Leucothoe, etc. ORNAMENTAL SHRUBBERY

See Our Price List

Fancy and Dagger Fern, case 5000	\$ 6.00
Galax Leaves, large and fine, case 10,000	7.50
Green Leucothoe Sprays, 20" to 30", case 3000	10.00
Green Leucothoe Sprays, 14" to 20", case 3000	8.00
Green Leucothoe Sprays, 8" to 14", case 5000	7.50
Bronze Leucothoe and Galax, hardly ready yet	
Rhododendron and Hemlock Sprays, bale 25 lbs.	1.00
Holly Sprays, well berried, case 25 lbs.	5.00
Holly Sprays, well berried, case 50 lbs.	9.00
Sheet Moss, natural green (fine) bag 15 lbs.	1.00

TERMS: 10% discount for cash with order.

Charge accounts only with rated firms.

Reference: The Avery County Bank, of this place.

SKY-LAND NURSERIES, NEWLAND, N. C.



In the foreground of this picture are beds of genuine Hill Mugho Pine of the true dwarf type. Note our offerings of this splendid dwarf Evergreen on this page.

HILL'S EVERGREENS

GRAFTED EVERGREENS FOR SPRING DELIVERY

	Per 100
<i>Juniperus chinensis pyramidalis blue</i>	\$65.00
<i>Juniperus chinensis pyramidalis green</i>	50.00
<i>Juniperus sargentii green</i>	50.00
<i>Juniperus japonica</i>	60.00
<i>Juniperus japonica nana</i>	75.00
<i>Juniperus virginiana elegantissima</i>	75.00
<i>Juniperus virginiana glauca</i>	45.00
<i>Juniperus virginiana canari</i>	45.00

TWICE TRANSPLANTED EVERGREENS (Not balled and burlapped)

Here is an opportunity to obtain an assortment of trees in good sizes at a comparatively cheap price. Everything is well-rooted, suitable for handling without ball.

	Per 100
<i>Abies concolor</i>	10-12" \$40.00
<i>Juniperus chinensis</i>	1-10" 15.00
<i>Juniperus chinensis</i>	10-12" 25.00
<i>Juniperus chinensis pfitzeriana</i>	10-12" 30.00
<i>Juniperus communis depressa</i>	10-12" 35.00
<i>Juniperus communis depressa</i>	12-18" 50.00
<i>Juniperus sabina</i>	8-10" 30.00
<i>Juniperus sabina</i>	10-12" 40.00
<i>Picea canadensis</i>	12-18" 25.00
<i>Picea canadensis</i>	10-12" 13.50
<i>Picea excelsa</i>	12-18" 16.50
<i>Pinus mughus</i>	8-10" 37.50
<i>Pinus nigra</i>	10-12" 25.00
<i>Pseudotsuga douglasii</i>	10-12" 20.00
<i>Thuja occidentalis</i>	10-12" 10.00
<i>Thuja occidentalis</i>	12-18" 20.00
<i>Thuja occidentalis</i>	18-24" 25.00
<i>Thuja occidentalis</i>	2-3' 35.00
<i>Thuja occidentalis globosa</i>	8x8" 30.00
<i>Thuja occidentalis pyramidalis</i>	12-18" 40.00
<i>Thuja occidentalis pyramidalis</i>	18-24" 50.00
<i>Thuja occidentalis pyramidalis</i>	24-30" 75.00
<i>Thuja occidentalis woodwardi</i>	10-12" 40.00
<i>Tsuga canadensis</i>	10-12" 40.00
<i>Tsuga canadensis</i>	12-18" 50.00

Each x indicates one transplanting. B&B signifies balled and burlapped. 50 of the same size and variety at 100 rate. Send for trade list, which lists complete assortment of evergreens for lining out as well as larger grades. "CONIFER COMMENTS" is the name of a 70-page booklet on the planting and culture of evergreens, containing a large amount of valuable information about evergreens. Sent upon receipt of 10 cents in stamps.

SMALL BALLED AND BURLAPPED SIZES FOR LINING OUT

Many customers who have tried this class of stock find it more economical for lining out purposes than the smaller grades. While the cost of the stock is considerable more, trees are produced in salable sizes within two to three years.

(The following are xx B&B stock)	Per 10	Per 100
<i>Abies concolor</i>	10-12" \$10.00	\$ 90.00
<i>Juniperus chinensis</i>	10-12" 4.00	50.00
<i>Juniperus chinensis pfitzeriana</i>	10-12" 9.00	75.00
<i>Juniperus communis depressa</i>	1-11' 10.00	90.00
<i>Juniperus communis suecica</i>	10-12" 8.50	75.00
<i>Juniperus excelsa stricta</i>	10-12" 10.00	90.00
<i>Juniperus horizontalis douglasii</i>	10-12" 12.50	115.00
<i>Juniperus japonica</i>	10-12" 11.50	100.00
<i>Juniperus sabina</i>	10-12" 8.50	75.00
<i>Juniperus sabina horizontalis</i>	10-12" 12.50	115.00
<i>Juniperus sabina tamariscifolia</i>	10-12" 12.50	115.00
<i>Juniperus virginiana</i>	11-2' 12.50	115.00
<i>Juniperus virginiana glauca</i>	1-11' 12.50	115.00
<i>Juniperus virginiana Kosteri</i>	1-11' 12.50	100.00
<i>Picea canadensis</i>	1-11' 7.50	65.00
<i>Picea excelsa</i>	1-11' 5.00	40.00
<i>Picea pungens (Green)</i>	1-11' 8.50	75.00
<i>Pinus mughus</i>	8-10" 7.00	60.00
<i>Pinus nigra</i>	1-11' 9.00	75.00
<i>Pinus sylvestris</i>	11-2' 5.00	40.00
<i>Pseudotsuga douglasii</i>	1-11' 7.50	65.00
<i>Thuja occidentalis</i>	11-2' 6.00	50.00
<i>Thuja occidentalis pyramidalis</i>	11-2' 8.50	75.00
<i>Thuja occidentalis wareana</i>	1-11' 10.00	90.00
<i>Thuja occidentalis woodwardi</i>	10-12" 7.50	60.00
<i>Tsuga canadensis</i>	1-11' 8.50	75.00

THE LEADING DWARF EVERGREEN HILL MUGHO PINE Genuine True Dwarf Type

Always in good demand for high-class landscape work. Establish an ample supply of these desirable evergreens in your nursery this year. There is a heavy demand in all classes of trade for Mugho Pine. Here is your opportunity to purchase stock of the highest quality at new low prices.

Shipments made either in Fall or Spring. All stock carefully dug, properly graded and guaranteed to be first-class in every way. Under favorable growing conditions, these trees will make salable plants for the retail trade in two years, when they will be worth from three to four dollars each.

	Per 100	Per 1,000	Per 10,000
4-6 inch xx, Twice Transplanted, 11c ea.	10c ea.	8c ea.	
6-8 inch xx, Twice Transplanted, 14c ea.	12c ea.	11c ea.	

D. HILL NURSERY Co.

EVERGREEN SPECIALISTS - LARGEST GROWERS IN AMERICA

BOX 402

DUNDEE ILL.

